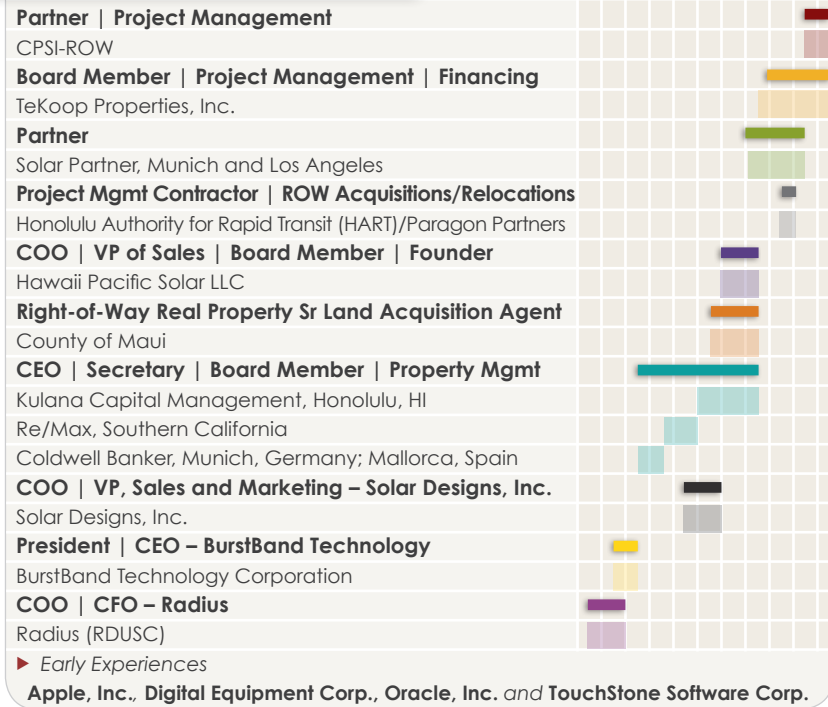


## CAREER AT A GLANCE



**Strategic, entrepreneurial-oriented C-level Executive/Business Leader** who delivers rapid growth and measurable, multimillion-dollar outcomes within global technology, real estate, renewable energy and manufacturing environments, among others. Leverages deep operations, business development, marketing and financial expertise to quickly assess issues, formulate solutions, identify opportunities and execute strategies that support start-up, fast-growth and turnaround – while affecting long-term change, sustainability, profitability and competitive strength. Thrives on assembling world-class teams, fostering collaboration, and winning the trust and cooperation of internal and external stakeholders of private equity and venture-backed companies in North America, Latin America, Germany, UK, Netherlands, Mexico, Korea, Japan, Taiwan, Portugal, Italy and Spain.

## Speaking Personally...

**Q** What value have you taken from your extensive global experience?  
**A.** I've had the great opportunity to travel around the globe doing business in places such as Germany, UK, Netherlands, Mexico, Korea, Japan, Taiwan, Spain, and Latin America to name a few, plus sit on the board of several start-up global ventures in technology and renewable energy. I gained an invaluable, unique and keen point of view and insight into how various cultures looked at customers, business in general and measured results.

**Q** How has your early life experiences shaped your philosophy and career passion?  
**A.** My early experiences working for Fortune 500 companies such as Oracle, Apple, Radius, DEC, and TouchStone has given me the wisdom, culture, business acumen, closing and presentation skills to succeed in any business climate. It has enabled my culture of teamwork, vision, innovation, efficient styles and the ability to shape direction in company philosophy and drive my career to the senior management, project management, operations and board level at this time.

**Q** How has your experience with Apple, inarguably one of the world's most notable companies shaped the way you conduct business?  
**A.** My experiences working for Apple under great leaders such as Steve Jobs, Steve Wozniak and John Sculley have shaped my leadership style with phenomenal work ethic, vision, stamina, and skill to succeed with any organization and start-up venture. Apple gave me some of the most valuable skills in understanding and living in Silicon Valley, and working on the best projects, which have become reality today. I was also able to learn and drive System Integrator successes with companies such as EDS, Perot Systems, and McDonnell Douglas. These invaluable experiences and network give me a unique C-Level ability with which few individuals can compete.



## VALUE-ADD SNAPSHOT

**Secured** contracts valued at \$58M+ in PPA revenue, for 55+ Megawatts (MW) in Solar Photovoltaic installations for State of Hawaii DOE Schools, NAVFAC Pearl Harbor, Camp Smith, PMRF, and Kauai Joint Venture Solar Installations.

**Rebranded** and relaunched the Radius brand of color display LCD Monitors, Pure Flat Sony Trinitron Monitors and ColorMatch management technology.

**Designed** strategies to complement Apple's Enterprise Partner Program accounting for \$380M business sales and marketing mechanisms.

**Partnered** with CEO, Americas President and Vice Presidents, managing \$3B in sales channels to include P&L, engineering and product management lifecycles.



**Strategic, entrepreneurial-oriented C-level Executive/Business Leader** who delivers rapid growth and measurable, multimillion-dollar outcomes within global technology, real estate, renewable energy and manufacturing environments, among others. Leverages deep operations, business development, marketing and financial expertise to quickly assess issues, formulate solutions, identify opportunities and execute strategies that support start-up, fast-growth and turnaround – while affecting long-term change, sustainability, profitability and competitive strength. Thrives on assembling world-class teams, fostering collaboration, and winning the trust and cooperation of internal and external stakeholders of private equity and venture-backed companies in North America, Latin America, Germany, UK, Netherlands, Mexico, Korea, Japan, Taiwan, Portugal, Italy and Spain.

### Notable strengths and contributions

- **Public/Private Negotiations:** Secured more than \$350M in Equity Investment funding for start-up companies, \$200M in reverse mergers, and \$120M in federal and state land funding and transactions for the acquisition of 200+ commercial, industrial, retail, investment and residential properties for Right-of-Way (ROW) Projects for the Honolulu Authority for Rapid Transit (HART), County of Maui and private sector.
- **Market Development:** Obtained contracts valued at \$58M+ in PPA revenue, for 55+ Megawatts (MW) in Solar Photovoltaic installations for State of Hawaii DOE Schools, NAVFAC Pearl Harbor, Camp Smith, PMRF, and Kauai Joint Venture Solar Installations – positioning Hawaii Pacific Solar as the premier solar integrator and largest in Hawaii. Additionally, secured several 500MW Solar Farm Installations throughout Europe, with Solar Partner, utilizing the FIT program.
- **Revitalization:** Rebranded and relaunched the Radius brand of color display LCD Monitors, Pure Flat Sony Trinitron Monitors and ColorMatch management technology. Attained shareholder goals, executed exit strategy, and sold brand/company to KDS, which then became a branch-off merger of Visio.
- **Channel Management:** Designed strategies to complement Apple's Enterprise Partner Program accounting for \$380M business sales and marketing mechanisms. Worked closely with CEO, Americas President and Vice Presidents, managing \$3B in sales channeled to include P&L and product lifecycles.
- **Thought Leadership:** Authored FBR "Focused Bid Response" program, which is still in use today at Apple, and contributed to numerous successes. Increased revenues by 1% totaling 190,000 incremental units, for corporate accounts that included McDonnell-Douglas Space Station Freedom Project, KPMG, ISSC, Hughes, Avis and Hallmark, among others.

### Executive Skills that Drive Business Success

- Strategic | Tactical Planning and Implementation
- Start-up | Turnaround | Fast Growth
- Business Development
- Marketing
- Branding
- Financial Planning
- P&L Management
- Revenue Generation
- Risk Management
- Capital Raising
- Joint Ventures
- M&A
- Due Diligence
- Divestitures
- Operations Management
- Organizational Restructuring
- Global Multidisciplinary Team Recruitment | Leadership | Mentoring | Training

### A Career of Propelling Growth through Vision, Strategic Leadership and Execution

#### PARTNER | PROJECT MANAGEMENT

**CPSI-ROW**, Foothill Ranch, CA, 2016 – Present

*Provides turnkey right-of-way services to federal, state, county and municipal governments throughout California, Nevada and Arizona.*

Currently providing delivery operations consulting, property acquisition and relocation expertise for the California High Speed Rail Project, on which team was presented #1 highest award bid scoring of 90.

#### BOARD MEMBER | PROJECT MANAGEMENT

**TeKoop Properties, Inc.**, Newport Beach, CA, 2012 – Present

*Boutique real estate company focused on high-end residential and commercial real estate.*

As COB, oversaw multiple services, including property management, private real estate financing, foreclosures, short sales, brokerage sales, transaction coordination, escrow services and customer service.

- Implemented online marketing strategies, agent template directories, policy and procedure manuals, office operations, and all legal aspects for operating real estate service company, with five licensed agents.
- Closed \$4.1M in residential transactions in 2014, \$5.9M in 2015, and \$15.7M in 2016.

### **PARTNER**

**Solar Partner**, Munich, Germany/Los Angeles, CA, 2011 – 2016

*Developer of solar farms within Europe and the US (solar-partner.com).*

Brought in to help grow both US and European markets, leveraging expertise on project development, funding, marketing and management, due diligence and bidding processes.

- Secured and installed 500MW solar farms in European locations, including Spain, Italy and Germany, under the Feed-in-Tariff program (FIT).
- Provided exclusive Invitation-Only response for construction projects with complete due diligence packages for California 50MW projects aggregated up to 500MW.

### **PROJECT MANAGEMENT CONTRACTOR | RIGHT-OF-WAY (ROW) ACQUISITIONS AND RELOCATIONS**

**Honolulu Authority for Rapid Transit (HART)/Paragon Partners, Ltd.**, Honolulu, HI, 2014 – 2015

*Urban rail rapid transit system under construction in Honolulu County, Oahu, HI.*

In partnership with HART (Honolulu Authority for Rapid Transit, City and County of Honolulu) worked on processes, payment requests, Title Reports, Cost-to-Cure Mediation, Condemnation – removing and managing encumbrances.

- Managed acquisition of 209+ properties, valued at over \$58M – securing FTA approvals for both federal and state funding for the 20.9 Mile Electric Rail Project. Prepared appraisal reviews, easement valuations, and negotiated with property owners, attorneys and property managements.
- Consulted on Solar Renewable energy PPA RFP for an approximate 1.5MW site on the maintenance yard and future sites, as the project encompasses over 21 stations and park-and-ride locations.

### **CHIEF OPERATING OFFICER | VICE PRESIDENT OF SALES | BOARD MEMBER | FOUNDER**

**Hawaii Pacific Solar LLC**, Honolulu, HI, 2009 – 2012

*Solar PV integration firm.*

Negotiated and acquired specific real estate properties for solar PV installations. Projects included commercial, residential and utility-grade projects for development and integration in the State of Hawaii. Recruited subcontractors for each contract, up to 50+ at a given time, with oversight of 12-person in-house team.

- Developed and executed plan to install multi-MW projects on residential, commercial businesses, educational facilities, government, military and utility grade properties.
- Served as lead for PUC communications, legal briefs and Clean Energy Initiative within the State of Hawaii for the State's goal to be less dependent upon foreign oil.

### **RIGHT-OF-WAY REAL PROPERTY SENIOR LAND ACQUISITION AGENT**

**County of Maui**, State of Hawaii, 2008 – 2012

*The County of Maui includes the islands of Kaho'olawe, Lana'i, Maui and Moloka'i.*

Negotiated for the acquisition of real property, right-of-way, commercial leases, easements, securing rights of entry and acquisitions. Performed appraisal comparable sales reviews and secured authorizations required for the construction of public improvements.

- Prepared and filed condemnation and/or eminent domain for federal highway and watershed projects, including the Lahaina Watershed, Lahaina Bypass, Kekawe Street Connection, and Lower Honoapiilani Road Widening Project.
- Secured over \$60M for the State in federal land funding and transactions. Worked in partnership with several government agencies, county departments and landowners to resolve all issues.

### **CHIEF EXECUTIVE OFFICER | SECRETARY | BOARD MEMBER | PROPERTY MANAGEMENT**

**Kulana Capital Management, Inc.**, Honolulu, HI, 2007 – 2012

**Re/Max Real Estate Services**, Southern California, 2004 – 2007

**Coldwell Banker, Munich**, Germany and Mallorca, Spain, 2002 – 2004

*International and domestic real estate firms, specializing in residential, multi-unit commercial and industrial properties.*

Served in varying capacities, including US representative for European operations. Supervised teams of up to 10 realtors, 10 appraisal companies and 12 clerical/support staff at a given time, with portfolios/transactions of up to \$55M. Managed 400+ commercial, retail and residential properties.

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- **Kulana Capital Management, Inc./Rental Solutions:** Negotiated long-term and short-term leasing agreements for commercial and leasehold properties, and issued more than 126 broker price opinions, estimating future property valuations of up to \$175M. Accountable for \$15.5M in commercial and residential transactions.
- **Re/Max Real Estate Services:** Served as point person for new construction projects in Alabama and Florida for up to \$175M in financing. Provided real estate services to include private money mortgages, property listings and sales, A to D paper financing, 1031 Exchanges, and all-inclusive services in the real estate marketplace. Accountable for transactions up to \$55M.
- **Coldwell Banker:** As Director of US Development, set up referral program for cross-border marketing of customers from both Europe and US. Executed over \$52M in transactions.

### **CHIEF OPERATING OFFICER | VICE PRESIDENT OF SALES AND MARKETING**

**Solar Designs, Inc.**, Mountain View, CA/Honolulu, HI, 2006 – 2009

*Solar farm developer and contractor.*

Directed Solar Farm utility-scale development and contractor recruitment for Google Lead Generation Program and lead generations at all levels.

- Doubled lead generation efforts to over 3:1 conversion of interest level by contact form and telemarketing group.

### **PRESIDENT | CHIEF EXECUTIVE OFFICER**

**BurstBand Technology Corporation**, Silicon Valley, CA, 2000 – 2002

*Internet technology developer for streaming services.*

Served as VP of Sales and Business Development and interim COO and CEO, during a period in which organization was developing proprietary technology for video streaming, large file transfers and on-demand services. Maintained oversight of 35-person team.

- Raised a \$10M term sheet from Prism Ventures.

### **CHIEF OPERATING OFFICER | CHIEF FINANCIAL OFFICER**

**Radius (RDUSC)**, Mountain View, CA/Frankfurt, Germany, 1998 – 2001

*Publicly traded manufacturer of color displays, software and monitors.*

Progressed from VP of Sales and Marketing, with a focus on revitalizing brand and company performance. Accountable for 300+ employees, \$50M+ P&L and 22,000 monthly transactions. Reported to CEO and Board of Directors.

- Rebuilt staff and recruited VP of Engineering, Senior Product Marketing and Product Management to develop, evolve and launch unique technologies to marketplace.
- Produced 12 new product offerings in 12 months, PressView XL, ColorMatch Software, three Trinitron Displays, three new Pure Flat Trinitron Displays, and four new LCD Displays with Digital DVI Technology.
- Launched strategic relationship with Logitech to secure the co-marketing and cross-selling of the desktop solution, globally.

*Earlier professional progression:*

**Apple, Inc:** **Channel Development Manager, Worldwide – Enterprise and Government Sales Strategy; Regional Account Manager, Western Region; Senior Retail Sales Executive, Southwest Region**

**Digital Equipment Corporation:** **National Sales Manager of Distribution Channels, PC Products**

**TouchStone Software Corporation (TSSW):** **Director of Sales and Marketing, Worldwide**

## **Education**

**BS, Business Administration, Minor in Entrepreneurship**

University of Southern California, Marshall School of Business Los Angeles, CA

## **Certifications/Licenses**

Property Management Certification PMC®  
California Principal Broker Real Estate License 01349909

Hawaii Principal Broker Real Estate License RB-19584  
Short Sale and Foreclosure Certification SFR®

## **Affiliations**

International Right of Way Association  
National Association of Realtors  
Orange County Association of Realtors  
California Association of Realtors  
Newport Beach Board of Realtors